Opening of

THE LIBRA PHOTOGRAPHIC INDUSTRIES, PODANUR.

Welcome Speech by

Sri G. D. NAIDU,

Coimbatore.

and

Inaugural address by

His Excellency, the Governor of Kerala

Sri V. V. GIRI

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The Libra Photographic Industries,
PODANUR.

Amidst cheers, His Excellency the Governor of Kerala Shri V. V. Giri declared open the Libra Photographic Industries, Podanur, the first manufacturers of Photographic sensitive materials in India. Shri G. D. Naidu welcoming the guests mentioned about the various obstacles in starting and developing new Industries in this country. Also he explained how he started the first U. M. S. Radio Factory, U. M. S. Blade Factory etc., and the history of this new and rare photographic industry.

The Governor in his reply made references to the various enterprises of Shri G. D. Naidu in the past and at present, how he was praised by Sir M. Visvesvaraya, as the only man who could produce the cheapest car and how under his guidance, new industries are being started. He extended his wishes for the success of this new enterprise.

A large gathering of elites from Coimbatore and other parts of the country attended the function.

Speech delivered by

Mr. G. D. NAIDU.

Your Excellency and Friends,

I think there is no necessity to introduce our Chief Guest here, because everyone is so familiar with him except unborn children. Of course we have to welcome our Chief Guest His Excellency Shri V. V. Giri for the important function for more than one reason.

Before the war, though a foreign Government, there was no restriction to start any industry in the country. Naturally after we got the independence there should not be any restriction or obstacle, on the other hand industries should receive more help from others as well as from Government. Unfortunately the trend is in the reverse direction.

In those days, many people did not come forward to start new industries. 30 years back there was no petrol pump or washing, greasing and servicing station for cars at Coimbatore. I started the first one in U. M. S. Bus Stand. After five years I

started the first razor and blade industry in India on a very small scale; then after 2 years a big electric motor factory was started, as the first electric motor factory in India, for which Mr. D. Balasundaram was Engineer. In the very beginning in this factory itself lathes, milling machines, gear hobbing machines, punching machines and several other tools were manufactured. At the same time many aeroplane parts, auto-mobile parts, small 14 spindle spinning frames and some other articles were produced. Then after 2 years a radio factory was started as the first factory in which radios were produced for Rs. 100/-. On account of war all these industries retarded.

Even before the war nobody came forward to start any of these industries though many people were copying others by starting ginning factories, spinning mills, bus services, coffee clubs and other general business. In those days our revered father of Indian Industries Sir M. Visvesvaraya gave a scheme for manu-facturing cheap cars costing below Rs. 1,500/- suitable to Indian pockets. Here nobody came forward.

At that time, on my return from foreign visit I too gave a scheme still more

simple for anybody and everybody to start, to our chief guest, who was then our Industries Minister. This scheme was not so complicated as those started now, in various places, swallowing huge capital of the poor people pumping out much more cream out of our place. Finally the cost of a car is so abnormal that a normal honest man may not be able to buy one, because all these schemes were started topsy-turvy by our experts.

I gave a scheme to our Chief Guest in which first to start a training place, then to make the machine tools, then to disburse these machines to trained persons, to start ancillary industries, then to produce finally motor cars, which must be the cheapest ones available in the market at that time.

Our chief guest appreciated this very much though I do not belong to any political party. I was opposing the elections of all parties, including Congress. Even though I was opposing Congress at the elections, the chief guest compelled the Congress party to take me as a member in the National Planning Commission, for which Pandit Nehru was the President.

On account of war there was no further progress. Even at the time of war, when

there were restrictions for writing letters from prisons, our Chief Guest was sending letters to me, enclosing with the letters to his daughter Padmavathi, who would send them to me and I was also sending letters to Padmavathi who would send them to her father, who was in jail.

I am saying all these to show how much interest he had, not only now, but for a very long time, even before the war. I want to mention one more instance to show his affection for the development of industry as well as affection for me. Just after the war when we got independence, he was industries minister. At that time I got the unfortunate disease of Incometax. He knew well the Incometax disease would kill the industries. When he came on a tour here, 3 times he tried to get the particulars of the trouble. I evaded to give any information as I did not want to give any trouble to our friends. After a few days he sent his secretary here to get the complete particulars in writing which I gave. Then he took them to Delhi and he saw the authorities and tried his best to settle everything amicably. Meanwhile he left as Ambassador for Ceylon.

Once before he left for Ceylon, when I gave a suggestion to run the bus service

by the Government with the aim of helping the manufacturing industry, he gave orders by telephone to apply for services and to run the service. Unfortunately the then officers and co-workers were not honest. Hence this was not possible in the short time before he left for Ceylon.

Even after 9 or 10 years, for the very same struggle when he was Industries Minister in the Centre, he took initiative in my case and went to the Finance Minister. Later he advised our friends Mr. R. V. Swaminathan, Mr. Ramakrishna, I. C. S., Sir M. Visvesvaraya, Dr. P. Varadarajulu Naidu and others as to what to do in the matter so as to make me free from the wasteful fight and to spend my time in the industrial line. Himself and myself are not brothers or brothers-in-law or not born in the same village or the same town or same State and we are not of the same caste or are not the same in principle or religion. Then what is the attraction for a North pole and a South pole? A natural attraction of the desire in the industrial development of the country. He has got the desire to develop every nook and corner of the country, to fill up with industries and he wants to create a famine for labourers. For my part I have also got much desire to exhaust the youngsters by

giving industrial training before we develop the industries. This magnetic attraction dragged both of us together as just friends with a strong friendship which cannot be splitted by politics or any other force. His aim and affection was so much to develop the industries; and so he has showered on me also so much affection. But what have I returned so far for so much of his affection?

With his permission I am giving here some letters and some portions of letters to show his affection and appreciation of my little work.

For so much troubles taken for me, he did not get anything in return for himself. Now for all these, what I can return to him is only a few kind words giving in a hurry.

What can we give to a Governor? Only we have to welcome him, we have to give a kind reception and we have to be ever grateful. But I want to give some more things suitable for his taste (i. e.) opening of this Libra Photographic Industries, originally started by an youngster who has not got much education. One has to wonder how an ordinary young man without knowledge in chemical engineering can start this industry without sufficient advanced knowledge in chemistry.

It is proved here that a continuous effort with the desire and ambition can bring advanced knowledge in any subject.

I give below the history of this industry: Our young friend Mr. Veerappan who has studied upto III form, started workshop in his native place which was more or less a failure because that place was situated in an interior corner, in Ramnad District. With the help of a few machines, he made a pilot machine to manufacture photo papers, by studying the pictures of the machines and going through some pamphlets. He was successful in the trial to bring out a photo printing paper of a good quality. Then he applied for finance to the Industries Department, failed 2 or 3 times and lastly by my efforts the Industries Department sanctioned some loan with some risk and objection.

As this loan was not sufficient I too helped by way of some finance. It was not possible to do anything on a large scale with this pilot plant. The machine also was not to complete satisfaction and it was in a motor garage.

Then 2 years back myself and Veerappan discussed about the possiblity of producing the paper and film on a large

scale. It was decided to go and see the firms in Germany, Switzerland, France, England etc. and after our return we decided to start the same on a big scale in this place with the existing buildings. Meanwhile the Government also had a scheme in view to start a factory in Ooty with Russian or French collaboration with a capital of 4 to 6 crores.

Our young friend Mr. Veerappan's desire was to bring out the photo paper and film before the Government factory materials come out. I wondered how this was possible to bring out before the giant Government undertaking, while we have not got so much finance. When we applied for licence for various items, for some small things we got and for some things we could not get. Last year we started to manufacture some machines here itself, which we can make here.

Here our friend Mr. T. Thorne Baker, of M/s. Pinner, Middlesex, London, England was very helpful and gave very good advice to start this industry, for which we have to thank him just at present.

It took a long time to manufacture this one machine and we have to make 4 or 5 machines, which will take much longer

time. Therefore we have to import one or two machines and others we will manufacture here itself, which will be a great saving of foreign exchange.

Now our country is importing Photo printing paper and cinema films from foreign countries and I have got some figures for a period of 8 months during last year. Sensitized paper was imported for Rs. 44,68,759/-, X'Ray film including other sensitized films for Rs. 40,94,964/- and Cine Films not exposed for Rs. 1,20,47, 252/-.

Now with the present two machines manufactured here we can produce photo printing paper and we expect before the end of this year we can produce standard positive cine films. If we are able to get a few more big machines, either manufactured or imported in time, we will be able to cater the requirements of whole of India within 2 years to avoid the very big exchange drain.

Now I hope by opening this factory our chief guest will see the machines and the work carried out by fellows who have not got any degree in Chemistry or Engineering and I hope he will appreciate this as my return for the great honour given by him to me.

At the very begining I mentioned about the reverse trend of the development of industries. I will explain the same briefly.

The desire of the Finance, Commerce and Industries departments is to develop the industries and at the same time to save exchange as much as possible. Unfortunately some sections in the same department, which are not co-operating apparently due to ignorance or by the existing old routine policy. If these departments co-operate and work for the desire of the ministry, we can work wonders.

I don't want to mention numerous problems coming across for our industry here.

I give an example. Now we import special paper and coat the chemicals and then we sell as photo printing paper. Upto now other importers were importing this finished papers at a cost of Rs. 2–30 nP for a meter. For us it is costing Rs. 3–40 nP for a meter. The reason is for finished paper 40% duty was levied and for the paper to be finished here they have levied 75% duty. The reason is for papers above 180 grams the duty is 75%. The paper which we imported, though below 180 grams

on account of sea moisture or some other reason it became one or two grams more. Therefore 75% duty had to be paid. If it is less than 180 grams, then even for coated paper, the duty is 40%. There are many obstacles like this and if we mention these things, displeasure and misunderstanding is the result.

Of course some departments such as Incometax, Electricity etc. have realised that they have to co-operate to develop the industries.

I hope the other departments will also co-operate for our forward march.

I thank you all for attending the function in large numbers and for the patient hearing!

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I thank you all for attending the function in large numbers and for the patient hearing!

Extract from Sri V. V. Giri's letter dated 13th July, 1960.

My dear Naidu Garu,

Immediately after my arrival yesterday, I wrote a letter to you and I hope you will be receiving it soon.

Yesterday afternoon and to-day morning I visited the Radio, Radiator, Carbon and Blades Factories. I must say how pleased I am to see all the undertakings run in the best Western fashion. I was particularly struck with the manufacture of Radiators, which are now being supplied to Leyland and other companies. The blades that are manufactured are the best in the country and I feel I am enjoying a shave with these blades better than I did at any other time. I remember you gave me a few blades in 1939-40 when I visited the Factory. But afterwards I never used blades of that character. The Punching Machines are really the very best that I have seen.

The Radio Factory was a revelation to me and I am sure these radios that are manufactured here will beat any other one in the market. I am glad an attempt is being made to make these radios within the buying capacity of ordinary people.

Years ago I thought Coimbatore will not only produce these different items, but would really become responsible for manufacturing good cars; but owing to circumstances beyond control, you are not able to put your time and attention to establish those big undertakings then. However, I am happy things are in the way.

I now feel certain that many more things will be done during your lifetime and you will satisfy the ambitions of friends like myself that your intelligence in mechanics would travel not only through India but through the world. I am so glad that you are training your son to take your place. I am therefore anxious you should come immediately after your arrival from the West to Kerala and study things there and help the Government in setting up units of different kinds; and full scope shall be given.

Yours sincerely,

(Sd.) V. V. Giri.

Governor of Kerala,

Kerala Governor's Camp:
Coimbatore,
July 13, 1960.

I remember Shri G. D. Naidu presenting me with a few blades in 1939–40 when I was Minister in the Madras Government, for use, and I found them really very good. But subsequently when I wanted these, they were not obtainable, because Shri Naidu was not taking much interest in them. But to-day, with his active encouragement, I am glad a factory has been started, and when I tried those blades, I found them superior to both Western and Eastern manufacturers of blades. I am absolutely certain there will be a terrible market for these blades, wherein, most probably, this factory will not be in a position to supply the demand. I wish this undertaking every success.

(Sd.) V. V. Giri,
Governor of Kerala.

(True Copy)

Kerala Governor's Camp:
Coimbatore,
July 13, 1960.

I had been to the Radiator Factory this morning established on the most modern and up-to-date lines. I felt it is really a privilege being afforded to me to see such a factory. The Radiators supplied to Leyland and to other big and small cars will give complete satisfaction to the customers. The price and quality will compare most favourably with similar articles made elsewhere in other parts of the world. I only hope that not only Radiators will be manufactured, but the different parts of cars and motors will be manufactured by this and other undertakings established under its auspices, so that a time should come when a car could be assembled by the several parts in similar undertakings started under similar good auspices. I wish the institution every success.

(Sd.) V. V. Giri,
Governor of Kerala.

(True Copy)

Governor of Kerala. Coimbatore,
July 13, 1960.

I have been in closest touch with Shri G. D. Naidu a quarter of a century, not only as Minister of Madras Government and Ambassador in Ceylon, but to-day as Governor of a State – which is nearest to Coimbatore – Kerala. As Dr. C. V. Raman rightly stated, Naidu is one in millions. He is many-sided in his activities and his ability, intelligence and initiative in the mechanical line is something of a stupendous nature unheard of and unequalled by anyone in this country. I still hope that Shri Naidu will use his great ability in establishing big undertakings of different kinds and help to solve the unemployment problem which is devasting this country. He is not only a philanthropist, but a great person, who takes interest in the mechanical side of things. His interest in Medicine, Science and other varied activities is equally astounding. I only wish him long life, so that he may continue to do the great work in which he is engaged.

(Sd.) V. V. Giri,
Governor of Kerala.

(True Copy)

Extract from Sri V. V. Giri's letter dt. 12th July, 1960. Camp: Gopal Bagh, Coimbatore.

My dear Naidu Garu,

I have taken charge as Governor of Kerala on the 1st July.

....

Of course the Ministers have warmly welcomed me and wrote to me before my arrival that I should not only be a Governor and friend, but their adviser in creating a field where unemployment will become less. You know the affection and the regard that I have for you and above all for your intelligence and ability to see things through. The Ministers trust me entirely to take the initiative in industrialising Kerala, specially medium, small scale and village industries. Nobody in India is capable of helping this State better than you can. My view of your ability continues to be the same as ever, when we became the best of friends from 1937.

I want you, therefore, to come out with as many proposals as possible, with blue-prints ready, so that after consulting and discussing with the whole Cabinet of Kerala, we can push through some of the

industries, and I rely entirely on your great patriotism for the country to do this. Much scope will be given in the matter of obtaining licences etc., and you know my influence at the Centre. The Centre is anxious to help Kerala for obvious reasons. Therefore I look to you to help me and help the country in this matter.

My writing letter from Gopal Bagh would have greater effect than my writing from Kerala. That is the reason why I came here.

Next time you must come along with your family and your son to Trivandrum and we shall have discussions with the Ministers. You must be in a position to give at least a complete week, so that we can finalise many matters. However, I am sure you will come with blue-prints with regard to certain units which you might prefer starting in Kerala. You will have the Government's f u l l e s t support. Of course, my support is always there.

With kindest regards from us both,

Yours sincerely,
(Sd.) V. V. Giri.

G. D. Naidu Esq.,
C/o Thos. Cook & Sons Ltd.,
London W. 1. England.

Extract from Sri V. V. Giri's letter dated 5th August, 1960.

Kerala Governor's camp.
Coimbatore.
5th August, 1960.

My dear Naidu Garu,

I have come here en route to Salem where I am opening the Industrial Exhibition. I was really very very delighted to meet my young friend Gopal. He is a chip of the old lot and I am sure he will make a name for himself and work for the benefit of our countrymen throughout. I see in him great sparks. I am sure he will get name and fame for our country here and abroad.

I am looking forward to your visit and I have told Gopal that he and yourself should come along with our good friend Sri Kannapar to Trivandrum and stay there so that the Government will be benefitted by your advice. In fact the Ministers there are looking forward to your visit so that it may enable them to discuss with you the introduction of small scale and heavy industries. Hope you are doing well.

With kind regards,

Yours affectionately,
(Sd.) V. V. Giri.

Sri G. D. Naidu,
Gopal Bagh,
Coimbatore.

Extract from Sri V. V. Giri's letter dated 5th August, 1960.

Kerala Governor's camp,
Coimbatore.
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I am looking forward to your visit and I have told Gopal that he and yourself should come along with our good friend Sri Ramaiyer to Trivandrum and stay as state guest so that Government will be benefitted by your advice. In fact the Ministers there are looking forward to your visit so that it may enable them to discuss with you the introduction of small scale and heavy industries. Hope you are doing well.

With kind regards,

Yours affectionately,
(Sd.) V. V. Giri.

Sri G. D. Naidu,
Gopal Bagh,
Coimbatore.

Governor of Kerala

Kerala Governor's Camp
Coimbatore,
July 13, 1960

On many occasions when I came to Coimbatore and was a guest of Shri G. D. Naidu, I had the occasion to follow his activities in teaching boys and girls from all parts of the world Radio Engineering. In fact, I remember when I was Minister in Madras Government in 1937–39 and in 1946, he insisted on the courses in the Polytechnics being reduced by a year. I agreed to do so with some reluctance. But actually in the results the persons trained in the Polytechnics were better than those in the Engineering Colleges of the Government, who took five years to give a Diploma or Degree. But the knowledge acquired by the students of the Polytechnics was superior to the knowledge of the rest. I am glad to-day I find, with his sympathy and active help, a Radio Factory has been established. I am quite confident, in quality and price and in the get-up, the radios that will be manufactured in this undertaking will be superior in every way to the rest of the radios not only manufactured in India but elsewhere. I wish this institution every success.

(Sd.) V. V. Giri,
Governor of Kerala.

Governor of Uttar Pradesh.

Governor's Camp,
Uttar Pradesh.
(India)
November 2, 1959.

My dear Naidu Garu,

Thank you very much for your affectionate letter.

I know, you could do wonder if you have the necessary help. I am sorry I am now not connected with the Government as a Minister, as otherwise I could have done a lot. I am happy Gopal is doing very well and I am sure he will be a real representative of yours in advancing the cause of the country in the industrial field. When you come back, you must stay with us for some time so that we can discuss various matters.

With kindest regards,

Yours sincerely,
(Sd.) V. V. Giri.

Shri G. D. Naidu Garu,
C/o Thomas Cook & Sons Ltd.,
Berkeley Street,
London. W. 1.

Governor's Camp,
Uttar Pradesh,
Lucknow.
July 10, 1959.

My dear Naidu Garu,

I am so glad to receive your letter after such a long time.

I am very happy indeed that your son, Gopal, has gone to Germany for advanced technical training. He is after all a chip of the old block and has a great future. I am, at any rate, happy that you are putting into the world another who will be equally great like yourself. I still look forward to great things from you and I am certain that you will see that my wish comes to fruition.

I hope to be in Madras side next month, when I will be very glad to meet you. I am glad you are having a Siddha Medical Conference. I am sorry I will not be able to come; I am stuck up here. I am, however, sending a telegram for its success.

With kindest regards,

Yours very sincerely,
(Sd.) V. V. Giri.

Sri G. D. Naidu,
"Gopal Bagh",
Avanashi Road,
Coimbatore-1.

Speech by

Shri V. V. GIRI,

Governor of Kerala.

Shri G. D. Naidu, Comrades, Friends,
Ladies and Gentlemen,

I consider it the greatest privilege and pleasure to be present here to declare this undertaking open. Mr. Naidu has great affection for me during a quarter of a century wherein we tried to work together and exchange ideas on industries in which he is an expert, but I am an ignorant person. We had to deal with many matters, think over many enterprises; but unfortunately I could not help him in the way in which I could have done and if only I could be able to do so, most probably the motor industry would have come into existence long ago.

When I was the Convener of the All India Planning Committee in the year 1938, when I was Minister for Industries, Labour and Co-operation of the Madras Government, I could succeed in getting a committee established, thanks to the great help

rendered by the late Subhas Chandra Bose, who was then the President of the Congress and Sir M. Visveswarayya, who gave me every encouragement. My idea and the idea of Sir M. Visveswarayya was that we should manufacture, with the help of the members of the Planning Committee, which included Congress Governments, non-Congress Governments and Indian States, motor cars at the cheapest value of Rs. 600/- a Baby Car, Rs. 800 to 1000/- a car like that of old Chevrolet and a bus for Rs. 1200 or 1500/-, and Sir M. Visveswarayya who made a first rate study of it, produced a blue-print and he said in that planning commission the only person who could get this thing into execution in India was Mr. Naidu and nobody else. Sir M. Visvesvaraya had such implicit faith in Mr. Naidu's intelligence, ability and integrity and everybody was surprised that he made a particular reference to this great individual and the whole committee said "Let us bring Mr. Naidu into the picture for this purpose." In fact let me tell you, we wanted only a capital of ten crores. Sir M. Visvevaraya said this was enough and he also said that he would give in the very first year dividend to those who invested, at 6% at least. We were prepared. Unfortunately what happened was, we addressed the Government of Lord

Linlithgow to take our cars and our trucks provided other things are equal both in efficiency and price.

Of course it must be said to the Govt. of India that their vested interests were against our starting this industry. The experts of the Government of India advised Lord Linlithgow that under no circumstances they should accept our offer. But even then we would have gone on with the help of friends like Mr. Naidu; but unfortunately war came in and our efforts did not succeed. I am still certain that if Mr. Naidu takes into his head to manufacture a people's car, provided he is given opportunities – we need not go to Germany or France or to some other place – he will certainly produce a car not for Rs. 6000/- but for 4000/-. I am absolutely certain about it. I only hope, trust and pray that a real opportunity and an absolute trust in Mr. Naidu by Governments will produce the necessary results.

Well, I am not in a position to do anything at the present moment except try to help my own Government and my own people in Kerala by development of industries – small scale, big, key and other industries – and I am seeking the help of Mr. Naidu and let me tell you my Ministers

also have faith in his ability to give us advice and I do hope, sooner than later he will come and help us.

The very fact that this paper - photo paper, cinema paper etc., is being done here, I am sure, proves that this undertaking will not be depending on foreign experts to come to drain, to a great extent, the capital of the industry proposed to be started; because this undertaking believes in the native intelligence and the proof of the pudding is in the eating and they have already proved, provided the elementary help comes from the authority, they will in the course of a year or two produce paper which will save India a lot of foreign exchange and it will come into production before the Ooty undertaking. I am absolutely certain that this undertaking will succeed.

This morning I had the pleasure of of going to the Textools of my esteemed friend, Mr. Balasundaram. I was really struck and most impressed with the sincerity and patriotism of that individual who did not believe in starting an industry of that character with the help of foreigners coming here and helping him. He relied on his own shoulders and the little help

most probably he will get from friends like Mr. Naidu and others and to-day if any undertaking which is built with small capital but which will produce all the machinery necessary for starting every conceivable industry in this country, it is that Textools. I feel he does not require even any foreign collaborators; but foreign collaborators seeing the work that is done by him are anxious to collaborate – not that we are begging foreigners to come and collaborate with us. It is good wherever necessary we should not mind getting foreigners here. I do not object to it. But at the same time to get hundreds of foreigners is a drain on the capital of the industry and after all even if we get them they must be sent back at the earliest opportunity after having known the technical 'know–how'. I feel men like Mr. Naidu, Mr. Balasundaram and a few others – there are not very many in this country – if they collaborate among themselves wonders can be done – not with much of foreign help. The very fact that this industry is silently started without advertisement and without propaganda but with brains behind it, which I am sure will favourably compare with the factory that is coming up at Ooty, will prove to our people of what stuff some of our great brains in this country are.

I therefore feel indeed very happy that with the help of Mr. Naidu not only this but I expect many other industries to come into existence. If he tries to produce all the important parts in little workshops and all the materials required to make a car, I am absolutely certain he will show to the Government of India and to others that he could really produce the people's car for the common man at the cheapest possible rate.

India is bound to become a great industrial country and it may even become the exporting country, not of raw materials but of finished articles. We have now to be in search of raw materials and not to export them but use them to produce the necessary machines for ourselves and become so self-sufficient and self-contained that we need not beg other countries for foreign exchange and so on. I however want that our manufacturers, traders and industrialists should be anxious to see that the quality of the articles produced is maintained that there is enough quality control and the sample that is sent to those, who want to take the material, should be sure not only that the article sent will be like the sample that is sent originally and agreed upon but even better than the sample sent. If we can only do so, we shall be an

exporting country and in a way try to make India not only an agricultural country but also a country producing big and small industries and a time should come when we should be in a position to feel that the fundamental rights to every one are assured – the right to live, the right to work, a house to live in, enough clothes to wear – and I do hope very soon, in the course of a decade, we shall see that there is prosperity for the common man in this country. I am grateful and I am indeed happy that I have been asked to declare this great undertaking open and I wish Mr. Veerappan every success in this undertaking and I am sure he will succeed in showing that this will be more efficient than even the other plant that is going to come into existence. Thank you.

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